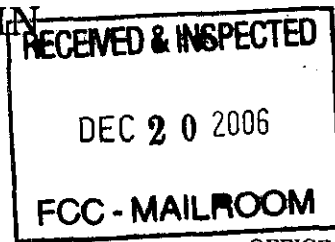


# HOLBROOK, JEZEK & GRIFFIN

ATTORNEYS AND COUNSELORS AT LAW  
100 WEST CENTRAL TEXAS EXPRESSWAY - SUITE 301  
P.O. BOX 2548  
HARKER HEIGHTS, TEXAS 76548-2548  
e-mail - frankfancykeiko@yahoo.com



OFFICE PHONE  
254-690-2202

FRANK A. HOLBROOK

FANCY JEZEK  
Board Certified - Family Law  
Texas Board of Legal Specialization

KEIKO GRIFFIN

*DO NOT WRITE IN THESE SPACES*

December 19, 2006

Federal Communications Commission  
Office of the Secretary  
9300 East Hampton Drive  
Capitol Heights, MD 20743

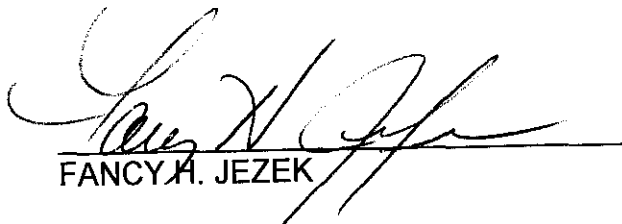
Re: Request for Review  
Killeen Independent School District  
200 North W.S. Young Drive  
Killeen, Texas 76543  
Billed Entity Number 141065  
Form 471 Application No. 418306

Gentlemen:

Enclosed please find an original and one copy of the request for review which I file on behalf of the Killeen Independent School District.

If you have any questions or need any additional information regarding this matter, please do not hesitate to contact me.

Sincerely,

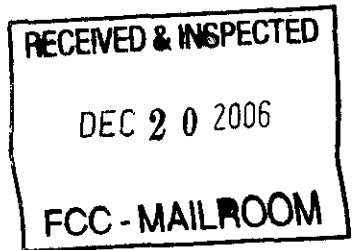


FANCY H. JEZEK

Enclosures (2)

No. of Copies rec'd \_\_\_\_\_  
List A B C D E \_\_\_\_\_

**Before the  
Federal Communications Commission  
Washington, DC 20554**



In the Matter of	)	
	)	
<u>Request for Review of the</u>	)	
<u>Decision of the</u>	)	
Universal Service Administration by	)	
	)	File No. _____
Killeen Independent School District,	)	
Killeen, Texas	)	
	)	
Schools and Libraries Universal Service	)	CC Docket No. 02-6
Support Mechanism	)	

**REQUEST FOR REVIEW**

**I Introduction**

The Killeen Independent School District (Killeen) seeks review of a decision by Universal Service Administrative Company (USAC) denying Killeen's Funding Year 2004-2005 support for discounted services under the schools and libraries universal service support mechanism. USAC found that Killeen violated the Commission's competitive bidding requirements by failing to use price as the primary factor in the vendor selection process.

**II Background**

1. In January 2004, Killeen filed FCC Form 470 to initiate the competitive bidding process for E-rate eligible services. Killeen subsequently entered into contracts and filed FCC Form 471 requesting funding. USAC granted the applications and the equipment installation was completed in July 2005. In December 2005, Bearing Point conducted an on-site review. During that review Killeen furnished to

Bearing Point an "evaluation matrix" that was used by Killeen to determine which vendors were responsive to Killeen's request for proposal. (A copy of the evaluation matrix is attached hereto as Exhibit A.) In January 2006, after the on-site inspection by Bearing Point, USAC advised Killeen that it was adjusting their commitment and would be requesting a refund of \$157,930.15 because the price of eligible products and services were not the primary factor in the vendor selection process. (A copy of the Notification of Commitment Adjustment Letter of January 24, 2006 is attached hereto as Exhibit B.) In February 2006, Killeen appealed the decision. On October 30, 2006, USAC denied the appeal. (A copy of the October 30, 2006, Decision on Appeal is attached hereto as Exhibit C.) Killeen requests review by the Federal Communications Commission.

2. Killeen submitted its request for proposal to eight potential vendors and received two responses. TFE responded to the request. In addition, Avnet submitted a proposal although they had neither requested nor been provided a copy of Killeen's request for proposal. Upon Killeen's receipt of the two submissions from vendors, staff prepared an "eRate Proposal Evaluation Matrix." This purpose of this matrix was to qualify vendors as "responsive" or "not responsive" to Killeen's request for proposal. The matrix was not used and was not intended for use in the bid evaluation process.

The information received from Avnet was determined to be incomplete and did not merit further evaluation. Avnet provided Killeen with a per unit price list and information regarding rates charged for labor and materials. However, Avnet failed to

submit a proposal which included a "bottom line" price. (See Exhibit D attached hereto.)

3. The evaluation matrix noted that Avnet failed to provide a bid bond, a signed copy of the request for proposal, an addendum, or a turn-key solution. Killeen determined that Avnet had failed to provide a complete proposal. This conclusion was reached prior to a review of the bids to determine the best bid for the district.

4. The bidding process in this case was in compliance with state law and local Board policy. (A copy of the Killeen's policies are attached hereto as Exhibit D.)

### **III Argument and Authorities**

In December 2003, the Commission decided the *Ysleta Order*, FCC 03-313, which required that price must be the primary factor in selecting a winning bid. Prior to the *Ysleta Order*, the Commission had relied on the *Tennessee Order*, which emphasized the significance of price of services as a factor in selecting bids. Other factors were to be taken into consideration but price must be given more weight than any other single factor. The Ysleta Independent School District had engaged in a two-step process whereby they obtained information from bidders and then negotiated with the bidder. Ysleta maintained that price was the sole and exclusive factor that determine who would ultimately be selected as the vendor.

In July 2005, the Commission decided the Wyoming Department of Education request for review after USC denied Wyoming's request for funding, finding that Wyoming had violated the Commission's competitive bidding requirements by not using price as the primary factor in vendor selection. In Wyoming's selection process, it was

necessary to assign the highest weight to “functionality” because Wyoming had to select a service provider that was capable of providing telecommunications services to all schools. Wyoming based its vendor selection on their vendor’s ability to provide cost-effective services to all entities throughout the state. The Commission found that Wyoming’s procurement process required selection of the most cost-effective bid after evaluating price as a primary factor.” Wyoming’s selected vendor represented the lowest cost of the proposals submitted. The Commission granted the Wyoming appeal and remanded the matter to USC. Likewise, in this case, after Avnet was rejected for not submitting a complete bid, Killeen selected TFE as vendor. In fact, TFE did submit the bid with the best price.

In this case, Killeen relied on the state and local procurement regulations that included competitive bidding requirements as a means to ensure compliance with the Commission’s competitive bidding requirements. These rules consider price to be a primary factor, resulting in selection of the most cost-effective proposal. Absent evidence to the contrary, Killeen maintains that compliance with state or local rules is generally sufficient to support a conclusion that a school has selected the most cost-effective bid for the requested service. This is consistent with the Commission’s holding in *Academia Discipulos de Cristo* from August 2006.

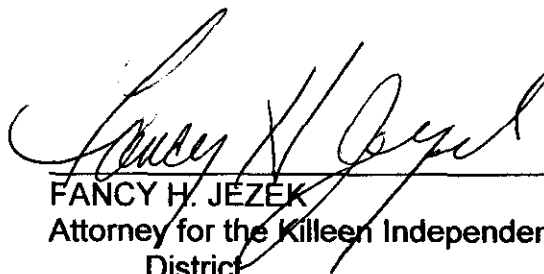
The evaluation matrix used by Killeen was used only to make a preliminary evaluation of the compliance of the offers in light of the request for proposal and to determine which of the offers were valid bids worthy of review and consideration. As a part of this process, Killeen determined that Avnet’s offer did not comply with the

request for proposal. The matrix was used to qualify vendors as responsive or not responsive to the request for proposal. After the evaluation, Killeen determined that Avnet was not responsive to the district's request for proposal. As such, Avnet was excluded from further consideration.

After the exclusion of Avnet, Killeen was left to evaluate the offer of TFE. Based upon the response to the request for proposal, the price and other factors, Killeen selected TFE. Because TFE was the vendor that offered the lowest price, price became the only factor considered by Killeen.

Killeen requests that the decision of USAC be reviewed and that upon appeal, the funding commitment to Killeen be restored.

Respectfully submitted,

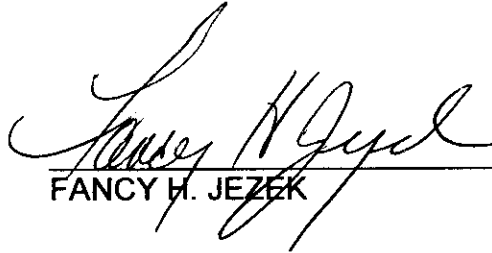
A handwritten signature in black ink, appearing to read "Fancy H. Jezek", is written over a horizontal line.

FANCY H. JEZEK  
Attorney for the Killeen Independent School  
District

Holbrook, Jezek and Griffin  
P.O. Box 2548  
Harker Heights, Texas 76548-2548  
Phone 254/690-2202  
Fax 254/690-3478  
E-mail: lawyersrus@aol.com  
Texas State Bar No. 09998625

Certificate of Service

This is to certify that a true and correct copy of the above and foregoing was furnished to USAC on this the 19<sup>th</sup> day of December, 2006.



FANCY H. JEZEK

Billed Entity Name: Killeen Independent School District  
Billed Entity Address: 200 North W.S. Young Drive  
Killeen, Texas 76543  
Contact: Billy Walker  
Assistant Superintendent of Business  
254/501-0010  
  
Billed Entity Number 141065  
Form 471 Application No. 418306



# **EXHIBIT A**



Worksheet - April 1  
Submission  
of Applicants

Vendors Requesting Application Kits	Avnet	Carroll Systems	Dell	Teletechs Corp.	TFE	P & C Communications	Greater Texas Cabling	QA Systems	Ping Technology
<b>Selection Criteria</b>									
Did Vendor Submit Proposal?	Yes	No	No	No	Yes	No	No	No	No
Bid Bond Included?	No				Yes				
Signed Copy of RFP?	No				Yes				
Addendum Included?	No				Yes				
Turn-key Solution?	No				Yes				
Complete Proposal?	yes NO				Yes				
Previous Experience with District?	No				Yes				
Certifications?	Yes				Yes				
Price *	4				5				
Technical Solution *	5				5				
Vendor References *	5				5				
Performance History *	5				5				
Distance from District *	4				5				
Overall Value *	3				5				
<b>Score</b>	<b>Y = 3 N = 5 Points = 26</b>				<b>Y = 8 N = 0 Points = 30</b>				
<b>Legend</b>									
?	Yes/No								
*	1 = Least favorable 5 = Most favorable								

From the evaluation discussion, it does not appear that Avnet provided a complete proposal.

If price did not include warranty + solution was not warranted, should Avnet received a lower score on price?



## **EXHIBIT B**





**Universal Service Administrative Company**  
**Schools & Libraries Division**

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**Notification of Commitment Adjustment Letter**

**Funding Year 2004: 7/01/2004 - 6/30/2005**

January 24, 2006

**Michael Bernstein**  
**KILLEEN INDEP SCHOOL DISTRICT**  
**902 North 10th Street**  
**Killeen, TX 76541**

**Re: Form 471 Application Number: 418306**  
**Funding Year: 2004**  
**Applicant's Form Identifier: EastWard-IC**  
**Billed Entity Number: 141065**  
**FCC Registration Number: 1668680**  
**SPIN Name: Technology for Education, LLC**  
**Service Provider Contact Person: Teri Anderson**

Our routine review of Schools and Libraries Program funding commitments has revealed certain applications where funds were committed in violation of program rules.

In order to be sure that no funds are used in violation of program rules, the Schools Libraries Division (SLD) of the Universal Service Administrative Company (USAC) must now adjust your overall funding commitment. The purpose of this letter is to make the adjustments to your funding commitment required by program rules, and to give you an opportunity to appeal this decision. USAC has determined the applicant is responsible for all or some of the program rule violations. Therefore, the applicant is responsible to repay all or some of the funds disbursed in error (if any).

This is NOT a bill. If recovery of disbursed funds is required, the next step in the recovery process is for SLD to issue you a Demand Payment Letter. The balance of the debt will be due within 30 days of the Demand Payment Letter. Failure to pay the debt within 30 days from the date of the Demand Payment Letter could result in interest, late payment fees, administrative charges and implementation of the "Red Light Rule." Please see the "Informational Notice to All Universal Service Fund Contributors, Beneficiaries, and Service Providers" at <http://www.universalservice.org/fund-administration/tools/latest-news.aspx#083104> for more information regarding the consequences of not paying the debt in a timely manner.



The SLD is also sending this information to your service provider(s) for informational purposes. If USAC has determined the service provider is also responsible for any rule violation on these Funding Request Numbers, a separate letter will be sent to the service provider detailing the necessary service provider action.

Please note that if the Funds Disbursed to Date amount is less than the Adjusted Funding Commitment amount, USAC will continue to process properly filed invoices up to the Adjusted Funding Commitment amount. Please note the Funding Commitment Adjustment Explanation in the attached Report. It explains why the funding commitment is being reduced. Please ensure that any invoices that you or your service provider submit to USAC are consistent with program rules as indicated in the Funding Commitment Adjustment Explanation. If the Funds Disbursed to Date amount exceeds your Adjusted Funding Commitment amount, USAC will have to recover some or all of the disbursed funds. The Report explains the exact amount (if any) the applicant is responsible for repaying.

Schools and Libraries Division  
Universal Services Administrative Company

cc: Teri Anderson  
Technology for Education, LLC

**Funding Commitment Adjustment Report for  
Form 471 Application Number: 418306**

---

Funding Request Number:	1151162
Services Ordered:	INTERNAL CONNECTIONS
SPIN:	143015064
Service Provider Name:	Technology for Education, LLC
Contract Number:	TFE-103
Billing Account Number:	KILISD0
Site Identifier:	141065
Original Funding Commitment:	\$158,692.36
Commitment Adjustment Amount:	\$158,692.36
Adjusted Funding Commitment:	\$0.00
Funds Disbursed to Date:	\$157,930.15
Funds to be Recovered from Applicant:	\$157,930.15

**Funding Commitment Adjustment Explanation:**

After a thorough investigation, it has been determined that this funding commitment must be rescinded in full. During the course of a site visit it was determined that the price of eligible products and services was not the primary factor in the vendor selection process. The review of the on site visit has shown that the applicant has not made price the highest weighted factor in the competitive bidding process. FCC rules require that applicants select the most cost-effective product and/or service offering with price being the primary factor. Applicants may take other factors into consideration, but in selecting the winning bid, price must be given more weight than any other single factor. Ineligible products and services may not be factored into the cost-effective evaluation. Since price was not the primary factor in the vendor selection process, the commitment has been rescinded in full and SLD will seek recovery of any disbursed funds.

**PLEASE SEND A COPY OF THIS PAGE WITH YOUR  
CHECK TO ENSURE TIMELY PROCESSING**



# EXHIBIT C





**Universal Service Administrative Company**  
Schools & Libraries Division

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**Administrator's Decision on Appeal – Funding Year 2004-2005**

October 30, 2006

Michael Bernstein  
Killeen Independent School District  
902 North 10th Street  
Killeen, TX 76543

Re: Applicant Name: KILLEEN INDEP SCHOOL DISTRICT  
Billed Entity Number: 141065  
Form 471 Application Number: 418306  
Funding Request Number(s): 1151162  
Your Correspondence Dated: February 06, 2006

After thorough review and investigation of all relevant facts, the Schools and Libraries Division (SLD) of the Universal Service Administrative Company (USAC) has made its decision in regard to your appeal of USAC's Funding Year 2004 Commitment Adjustment Letter for the Application Number indicated above. This letter explains the basis of USAC's decision. The date of this letter begins the 60 day time period for appealing this decision to the Federal Communications Commission (FCC). If your Letter of Appeal included more than one Application Number, please note that you will receive a separate letter for each application.

Funding Request Number(s): 1151162  
Decision on Appeal: **Denied**  
Explanation:

- After a thorough review of the appeal and all relevant supporting documentation, it was determined that on December 6, 2005 during the course of a site-visit you provided the Bid Evaluation Matrix that was used to evaluate the two bids (Avnet and Technology for Education) for the above funding request. According to the provided Bid Evaluation documentation, price of the eligible products and services was not the primary factor in the vendor selection process thus price was not made the highest weighted factor in the competitive bidding process. According to the documentation all of the listed selection criteria (Price, Technical Solution, Vendor References, Performance History, Distance from District) for the selected service provider (Technology for Education) were given an equal score of five (5) points. Since price was not the primary factor in the vendor selection process, the commitment has been correctly rescinded in full and

USAC will continue to seek recovery of any disbursed funds. Consequently, the appeal is denied.

- FCC rules require that applicants select the most cost-effective products and services offering with price being the primary factor. 47 C.F.R. § 54.511(a). Applicants may take other factors into consideration, but in selecting the winning bid, price must be given more weight than any other single factor. 47 C.F.R. § 54.511(a); *Request for Review by Ysleta Independent School District, et. al., Federal State Joint Board on Universal Service, Changes to the Board of Directors of the National Exchange Carrier Association, Inc.*, CC Docket Nos. 96-45, 97-21, Order, FCC 03-313 ¶ 50 (rel. Dec. 8, 2003). Ineligible products and services may not be factored into the cost-effective evaluation. See Common Carrier Bureau Reiterates Services Eligible for Discounts to Schools and Libraries, CC Docket No. 96-45, *Public Notice*, 13 FCC Rcd. 16,570, DA 98-1110 (rel. Jun. 11, 1998).

If your appeal has been approved, but funding has been reduced or denied, you may appeal these decisions to either USAC or the FCC. For appeals that have been denied in full, partially approved, dismissed, or canceled, you may file an appeal with the FCC. You should refer to CC Docket No. 02-6 on the first page of your appeal to the FCC. Your appeal must be received or postmarked within 60 days of the date on this letter. Failure to meet this requirement will result in automatic dismissal of your appeal. If you are submitting your appeal via United States Postal Service, send to: FCC, Office of the Secretary, 445 12th Street SW, Washington, DC 20554. Further information and options for filing an appeal directly with the FCC can be found in the "Appeals Procedure" posted in the Reference Area of the SLD section of the USAC website or by contacting the Client Service Bureau. We strongly recommend that you use the electronic filing options.

We thank you for your continued support, patience and cooperation during the appeal process.

Schools and Libraries Division  
Universal Service Administrative Company



# EXHIBIT D



# Pricing Section

## Exhibit A

Avnet Professional Services - Network Wiring							
Killeen ISD							
<b>Installation of cat6 drop inside wall drop</b> <b>Labor and Materials</b>							
<b>Cable drop installation materials includes:</b> cat6 plenum rated cable, cat6 jack, four port faceplate, blank inserts, j-hooks or required attachment, MP-1 wall plate support, one 5' patch cord, one 7' station cable and misc. materials (tape, tiewraps, pull string, etc.)							
<b>Normal business hours</b> <b>(Monday - Friday 8:00 AM to 5:00 PM)</b>				<b>After business hours</b>			
1 to 5 Drops	6 to 15 Drops	16 to 30 Drops	31-Over Drops	1 to 5 Drops	6 to 15 Drops	16 to 30 Drops	31-Over Drops
\$196.00	\$189.00	\$186.00	\$176.00	\$224.00	\$218.00	\$215.00	\$207.00

<b>Installation of cat6 drop with race way</b> <b>Labor and Materials</b>							
<b>Cable drop installation materials includes:</b> cat6 plenum rated cable, cat6 jack, four port faceplate, blank insert, j-hooks or required attachment, raceway, one 5' patch cable, one 7' station cable and misc. materials (tape, tiewraps, pull string, etc.)							
<b>Normal business hours</b> <b>(Monday - Friday 8:00 AM to 5:00 PM)</b>				<b>After business hours</b>			
1 to 5 Drops	6 to 15 Drops	16 to 30 Drops	31-Over Drops	1 to 5 Drops	6 to 15 Drops	16 to 30 Drops	31-Over Drops
\$239.00	\$225.00	\$221.00	\$200.00	\$294.00	\$291.00	\$288.00	\$282.00

Description	Pricing per Unit
Installation of Standard 7ft rack with ladder tray- Labor & materials	\$425.00
Installation of wall mount rack- Labor & materials	\$400.00
Installation of vertical wire management - Labor & materials	\$425.00
Installation of horizontal wire management - Labor & materials	\$320.00
Installation of 48 port cat 6 patch panel - Labor & materials	\$520.00
Installation of 24 port cat 6 patch panel - Labor & materials	\$390.00

MDF						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	WS-C6509	CAT 6509 CHASSIS, 9SLOT, 15RU, NO POW SUPPLY, NO FAN TRAY	\$9,500.00	43%	\$5,415.00	\$5,415.00
1	S733ALK9-12217SXA	CISCO CAT6000-SUP720 IOS ENTERPRISE W/IPV6 W/SSH LAN ONLY	\$8,000.00	43%	\$4,560.00	\$4,560.00
1	WS-SUP720	CATALYST 6500 / CISCO 7600 SUPERVISOR 720 FABRIC MSFC3 PFC3A	\$28,000.00	43%	\$15,960.00	\$15,960.00
1	MEM-C6K-CPTFL256M	CAT6500 SUP720 COMPACT FLASH MEM 256MB	\$2,000.00	43%	\$1,140.00	\$1,140.00
1	WS-SUP720	CATALYST 6500 / CISCO 7600 SUPERVISOR 720 FABRIC MSFC3 PFC3A	\$28,000.00	43%	\$15,960.00	\$15,960.00
1	MEM-C6K-CPTFL256M	CAT6500 SUP720 COMPACT FLASH MEM 256MB	\$2,000.00	43%	\$1,140.00	\$1,140.00
1	WS-X6548V-GE-TX	CATALYST 6500 48-PORT FAB-ENABLED 10/100/1000 INLINE PWR MOD	\$13,500.00	43%	\$7,695.00	\$7,695.00
1	WS-X6724-SFP	CATALYST 6500 24-PORT GIGE MOD: FABRIC-ENABLED (REQ. SFPS)	\$15,000.00	43%	\$8,550.00	\$8,550.00
24	GLC-SX-MM	GE SFP, LC CONNECTOR SX TRANSCEIVER	\$500.00	43%	\$285.00	\$6,840.00
1	WS-C6K-9SLOT-FAN2	CATALYST 6509 HIGH SPEED FAN TRAY	\$495.00	43%	\$282.15	\$282.15
2	WS-CAC-2500W	CATALYST 6000 2500W AC POWER SUPPLY	\$3,000.00	43%	\$1,710.00	\$3,420.00
2	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	\$0.00	0%	\$0.00	\$0.00
1	MEM-S2-512MB	512MB DRAM, CATALYST 6500 SUP2, MSFC2, SUP720	\$0.00	0%	\$0.00	\$0.00
1	MEM-MSFC2-512MB	512MB DRAM, CATALYST 6500 SUP2, MSFC2, SUP720	\$0.00	0%	\$0.00	\$0.00
1	MEM-S2-512MB	512MB DRAM, CATALYST 6500 SUP2, MSFC2, SUP720	\$0.00	0%	\$0.00	\$0.00
1	MEM-MSFC2-512MB	512MB DRAM, CATALYST 6500 SUP2, MSFC2, SUP720	\$0.00	0%	\$0.00	\$0.00
1	MEM-XCEF720-256M	256MB DDR, XCEF720 (67XX INTERFACE, DFC3A)	\$0.00	0%	\$0.00	\$0.00
1	WS-F6700-CFC	CATALYST 6500 CENTRAL FWD CARD FOR WS-X67XX MODULES	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-WS-C6509	8X5XNBD SERVICE, CATALYST 6509	\$6,500.00	100%	\$0.00	\$0.00
1	APC - Symmetra	SYH6K6RMT-P1 - APC Symmetra RM 6kVA Scalable to 6kVA N+1 208/240V w/208 to 120V Step-Down			\$4,922.00	\$4,922.00
8	Avnet	Configuration and Deployment			\$80.00	\$640.00
					Subtotal:	\$76,524.15



OPTIONAL WAN CONNECTIVITY						
OC3 with 4 port circuit emulation Intermediate-Reach						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	OSM-4OC3-POS-SI+=	ENHANCED 4-PORT OC-3/STM-1 SONET/SDH SM-IR OSM, W/ 4 GE	\$46,000.00	43%	\$26,220.00	\$26,220.00
1	MEM-OSM-64M	64 MB ECC MEMORY FOR OPTICAL SERVICES MODULES (DEFAULT)	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-OSM4OC3SI	SMARTNET 8X5XNBD 7600 BB 2.0 4 PORT O	\$3,680.00	100%	\$0.00	\$0.00
Subtotal:						\$26,220.00
OC3 with 8 port circuit emulation Intermediate-Reach						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	OSM-8OC3-POS-SI+=	ENHANCED 8-PORT OC-3/STM-1 SONET/SDH SM-IR OSM, W/ 4 GE	\$87,000.00	43%	\$49,590.00	\$49,590.00
1	MEM-OSM-64M	64 MB ECC MEMORY FOR OPTICAL SERVICES MODULES (DEFAULT)	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-OSM8OC3SI	SMARTNET 8X5XNBD 7600 BB 2.0 8 PORT O	\$6,960.00	100%	\$0.00	\$0.00
Subtotal:						\$49,590.00
OC3 Long Range 8 Port Long-Reach						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	OSM-8OC3-POS-SL+=	ENHANCED 8-PORT OC-3/STM-1 SONET/SDH SM-LR OSM, W/ 4 GE	\$100,000.00	43%	\$57,000.00	\$57,000.00
1	MEM-OSM-64M	64 MB ECC MEMORY FOR OPTICAL SERVICES MODULES (DEFAULT)	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-OSM8OC3SL	SMARTNET 8X5XNBD 7600 BB 2.0 8 PORT O	\$8,000.00	100%	\$0.00	\$0.00
Subtotal:						\$57,000.00
OC12 with 4 port circuit emulation Intermediate-Reach						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	OSM-4OC12-POS-SI+=	ENHANCED 4-PORT OC-12/STM-4 SONET/SDH OSM, SM-IR, W/ 4 GE	\$110,000.00	43%	\$62,700.00	\$62,700.00
1	MEM-OSM-64M	64 MB ECC MEMORY FOR OPTICAL SERVICES MODULES (DEFAULT)	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-OSM4OC1SI	SMARTNET 8X5XNBD 7600 BB 2.0 4 PORT O	\$8,800.00	100%	\$0.00	\$0.00
Subtotal:						\$62,700.00
OC12 with 8 port circuit emulation Intermediate-Reach						
2	OSM-4OC12-POS-SI+=	ENHANCED 4-PORT OC-12/STM-4 SONET/SDH OSM, SM-IR, W/ 4 GE	\$110,000.00		Part	
2	MEM-OSM-64M	64 MB ECC MEMORY FOR OPTICAL SERVICES MODULES (DEFAULT)	\$0.00	Qty	Number	Description
2	CON-SNT-OSM4OC1SI	SMARTNET 8X5XNBD 7600 BB 2.0 4 PORT O	\$8,800.00	100%	\$0.00	\$0.00
Subtotal:						\$125,400.00

10 GIG Option Blade						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	WS-X6704-10GE=	CAT6500 4-PORT 10 GIGABIT ETHERNET MODULE (REQ. XENPAKS)	\$20,000.00	43%	\$11,400.00	\$11,400.00
1	MEM-XCEF720-256M	256MB DDR, XCEF720 (67XX INTERFACE, DFC3A)	\$0.00	0%	\$0.00	\$0.00
1	WS-F6700-CFC	CATALYST 6500 CENTRAL FWD CARD FOR WS-X67XX MODULES	\$0.00	0%	\$0.00	\$0.00
4	WS-F6K-XENBLNKCVR	CATALYST 6500 XENPAK BLANK COVERS FOR 6802/6704-10GE	\$0.00	0%	\$0.00	\$0.00
Subtotal:						\$11,400.00
10 GIG Option Xenpak Extended Range Module						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	XENPAK-10GB-ER=	10GBASE-ER XENPAK MODULE	\$12,000.00	43%	\$6,840.00	\$6,840.00
Subtotal:						\$6,840.00
10 GIG Option Xenpak Long Range Module						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	XENPAK-10GB-LR=	10GBASE-LR XENPAK MODULE	\$4,000.00	43%	\$2,280.00	\$2,280.00
8	Avnet	Configuration and Deployment			\$80.00	\$640.00
Subtotal:						\$2,920.00

IDF > 40 PORTS						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	WS-C4507R	CATALYST 4500 CHASSIS (7-SLOT),FAN, NO P/S, RED SUP CAPABLE	\$9,995.00	43%	\$5,697.15	\$5,697.15
1	PWR-C45-1300ACV	CATALYST 4500 1300W AC POWER SUPPLY WITH INLINE POWER	\$1,495.00	43%	\$852.15	\$852.15
1	PWR-C45-1300ACV/2	CATALYST 4500 1300W AC POWER SUPPLY WITH INLINE POWER	\$1,495.00	43%	\$852.15	\$852.15
2	CAB-7513AC	AC POWER CORD NORTH AMERICA (110V)	\$0.00	0%	\$0.00	\$0.00
1	WS-X4515	CATALYST 4500 SUPERVISOR IV (2 GE),CONSOLE(RJ-45)	\$13,495.00	43%	\$7,692.15	\$7,692.15
1	WS-X4515/2	CATALYST 4507R REDUNDANT SUPERVISOR IV,(2 GE),CONSOLE(RJ-45)	\$13,495.00	43%	\$7,692.15	\$7,692.15
1	S4KL3-12120EW	CISCO IOS BASIC L3 CAT4500 SUP 2+/3/4(RIP,ST.ROUTES,IPX,AT)	\$0.00	0%	\$0.00	\$0.00
1	WS-X4448-GB-RJ45	CATALYST 4500 48-PORT 10/100/1000 MODULE (RJ45)	\$5,995.00	43%	\$3,417.15	\$3,417.15
1	CON-SNT-WS-C4507	8X5XNBD SVC^ CATALYST 4507R SERIES MODULAR SWITCH	\$2,638.00	100%	\$0.00	\$0.00
1	APC - Symmetra	SYH4K6RMT-P1 - APC Symmetra RM 4kVA Scalable to 6kVA N+1 208/240V w/208 to 120V Step-Down			\$3,584.50	\$3,584.50
6	Avnet	Configuration and Deployment			\$80.00	\$480.00
Subtotal:						\$30,267.40



IDF < 40 PORTS (GBIC's Included)						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	WS-C3750G-24TS-S	CATALYST 3750 24 10/100/1000T + 4 SFP STANDARD MULTILAYER	\$6,995.00	43%	\$3,987.15	\$3,987.15
1	CAB-STACK-50CM	CISCO STACKWISE 50CM STACKING CABLE	\$0.00	0%	\$0.00	\$0.00
1	CAB-AC	POWER CORD,110V	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-3750G24S	SMARTNET 8X5XNBD CAT 3750 24 + 4 SFP STNDRD MULTILAYER	\$560.00	100%	\$0.00	\$0.00
4	GLC-SX-MM=	GE SFP, LC CONNECTOR SX TRANSCEIVER	\$500.00	43%	\$285.00	\$1,140.00
1	Avnet	Configuration and Deployment			\$80.00	\$80.00
Subtotal:						\$5,207.15

WIRELESS						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	AIR-AP1231G-A-K9	802.11G IOS AP W/AVAIL CBUS SLOT, FCC CNFG	\$899.00	43%	\$512.43	\$512.43
1	AIR-PWR-CORD-NA	AIR LINE CORD NORTH AMERICA	\$0.00	0%	\$0.00	\$0.00
1	AIR-PWRINJ3	POWER INJECTOR FOR 1100, 1200 SERIES	\$59.00	43%	\$33.63	\$33.63
1	S12W7K9-12213JA	CISCO 1200 SERIES IOS WIRELESS LAN	\$0.00	0%	\$0.00	\$0.00
1	AIR-CONCAB1200	1200 PLATFORM CONSOLE CABLE	\$10.00	43%	\$5.70	\$5.70
1	CON-SNT-1231GAK9	SMARTNET 8X5XNBD 802.11B IOS AP W/AVA	\$72.00	100%	\$0.00	\$0.00
2	AIR-ANT4941	2.4 GHZ,2.2 DBI DIPOLE ANTENNA W/ RP-TNC CONNECT. QTY. 1	\$19.00	43%	\$10.83	\$21.66
8	Avnet	Configuration and Deployment			\$80.00	\$640.00
Subtotal:						\$1,213.42

CABLING		
Cat 6e		
1	Avnet	Internal Wiring, Cat 6e (See Attached Pricing Matrix - Exhibit A)

SERVER SCOPE OF PROJECTED WORK		
HP/Compaq ProLiant DL380 G3		
1	NO BID	Avnet Declines Bidding on this Section
Tape Library		
1	NO BID	Avnet Declines Bidding on this Section

EMAIL LICENSES FOR STUDENT E-MAIL		
1	NO BID	Avnet Declines Bidding on this Section

FIREWALL WITH DESIGNED FAILOVER						
Qty	Part Number	Description	Unit List	Disc %	Unit Résale	Ext Resale
1	PIX-525-UR-BUN	PIX 525-UR BUNDLE (CHASSIS, UNRESTRICTED SW, 2 FE PORTS, VAC+)	\$12,995.00	43%	\$7,407.15	\$7,407.15
1	CAB-AC	POWER CORD, 110V	\$0.00	0%	\$0.00	\$0.00
1	PIX-VPN-3DES	PIX 525/535 3DES/AES VPN/SSH/SSL ENCRYPTION LICENSE	\$0.00	0%	\$0.00	\$0.00
1	SF-PIX-6.3	PIX V6.3 SOFTWARE FOR THE 515E, 525 AND 535 CHASSIS	\$0.00	0%	\$0.00	\$0.00
1	PIX-4FE-66	PIX 66-MHZ FOUR-PORT 10/100 FAST ETHERNET INT. CARD, RJ45	\$1,000.00	43%	\$570.00	\$570.00
1	PIX-VAC-PLUS	PIX 66-MHZ DES/3DES/AES VPN ACCELERATOR CARD+ (VAC+)	\$0.00	0%	\$0.00	\$0.00
1	PIX-525-SW-UR	PIX 525 UNRESTRICTED (UR) FEATURE LICENSE	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-PIX525	8X5XNBD SVC, PIX525 INCLUDES SERVICE FOR SW LIC	\$2,210.00	100%	\$0.00	\$0.00
1	PIX-525-FO-BUN	PIX 525-FO BUNDLE (CHASSIS, FAILOVER SW, 2 FE PORTS, VAC+)	\$5,000.00	43%	\$2,850.00	\$2,850.00
1	CAB-AC	POWER CORD, 110V	\$0.00	0%	\$0.00	\$0.00
1	PIX-VPN-3DES	PIX 525/535 3DES/AES VPN/SSH/SSL ENCRYPTION LICENSE	\$0.00	0%	\$0.00	\$0.00
1	SF-PIX-6.3	PIX V6.3 SOFTWARE FOR THE 515E, 525 AND 535 CHASSIS	\$0.00	0%	\$0.00	\$0.00
1	PIX-4FE-66	PIX 66-MHZ FOUR-PORT 10/100 FAST ETHERNET INT. CARD, RJ45	\$1,000.00	43%	\$570.00	\$570.00
1	PIX-VAC-PLUS	PIX 66-MHZ DES/3DES/AES VPN ACCELERATOR CARD+ (VAC+)	\$0.00	0%	\$0.00	\$0.00
1	PIX-525-SW-FO	PIX 525 FAILOVER (FO) FEATURE LICENSE	\$0.00	0%	\$0.00	\$0.00
1	CON-SNT-PIX525FO	8X5XNBD SVC, PIX-525-FO-BUN CHASSIS S/W LIC BUNDLE	\$600.00	100%	\$0.00	\$0.00
8	Avnet	Installation - PIX With Failover Installation			\$80.00	\$640.00
Subtotal:						\$12,037.15



UNITY - VOICE MAIL 6000 USERS						
Qty	Part Number	Description	Unit List	Disc %	Unit Resale	Ext Resale
1	UNITY-BUNDLE	UNITY BUNDLE	\$0.00	0%	\$0.00	\$0.00
1	UNITY-4.0	UNITY 4.0	\$0.00	0%	\$0.00	\$0.00
1	UNITY-IP	UNITY FOR CALLMANAGER, IP ONLY INTEGRATIONS	\$0.00	0%	\$0.00	\$0.00
1	UNITY-EXCHANGE	UNITY FOR EXCHANGE	\$0.00	0%	\$0.00	\$0.00
1	UNITY-DS-ENG	UNITY DATA STORE - IN ENGLISH	\$0.00	0%	\$0.00	\$0.00
1	UNITY-MS-ENG	UNITY MESSAGE STORE IN ENGLISH. NOT REQUIRED FOR DOMINO.	\$0.00	0%	\$0.00	\$0.00
1	UNITY40-SVRLIC-MAX	UNITY SERVER LICENSE FOR VM OR UM. INCLUDES 72 SESSIONS.	\$10,000.00	43%	\$5,700.00	\$5,700.00
6000	UNITY-UM-USR-E	ONE UNITY UM FOR EXCHANGE USER	\$135.00	43%	\$76.95	\$461,700.00
2	UNITY-DATA-STORE	UNITY DATA STORE, REQUIRED FOR >32 SESSIONS - PER PROCESSOR	\$0.00	0%	\$0.00	\$0.00
2	UNITY-FOVRSVR33-UP	CISCO UNITY DATA STORE 33-96 SESSIONS - PER PROCESSOR	\$1,500.00	43%	\$855.00	\$1,710.00
6000	UNITYUM-FOVR-USR	PER USER FOR UNIFIED MESSAGING FAILOVER	\$36.00	43%	\$20.52	\$123,120.00
1	UNITY-MSG-STR5.5	UNITY MESSAGE STORE 5.5	\$0.00	0%	\$0.00	\$0.00
1	MCS-7855I-1.5-ECS2	MCS 7855; UNITY; UM-4HDD; 2GB; RAID 1(X2); CPU-2; WINAS	\$51,995.00	43%	\$29,637.15	\$29,637.15
1	UNITY-PWR-US	POWER CORD - US, CAN, MEX, PR, PHIL, VEN, TAL, COL, ECU	\$0.00	0%	\$0.00	\$0.00
1	UNITY-WINAS-ENG	CISCO UNITY ADVANCED OPERATING SYSTEM - ENGLISH	\$0.00	0%	\$0.00	\$0.00
1	CON-SAU-UNITY-4X	SW APP SUPP + UPGR TOP LEVEL-ORDER SVC FOR EACH INDV CMPNT	\$0.00	0%	\$0.00	\$0.00
1	CON-SAU-UNITY-IP	SW APP SUPP + UPGR UNITY FOR CALLMANAGER - TOP LEVEL	\$0.00	0%	\$0.00	\$0.00
1	CON-SAU-U4-SVRMAX	SW APP SUPP + UPGR UNITY SVR LIC FORVM OR UM.INC 72 SES.	\$1,500.00	100%	\$0.00	\$0.00
6000	CON-SAU-UMUSR-E	SW APP SUPP + UPGR ONE UNITY UM FOR EXCHANGE USER	\$20.00	100%	\$0.00	\$0.00
2	CON-SAU-U-FOMAX	SW APP SUPP + UPGR CSC UNTY DATA STORE 33-96 SES PER PRCSR	\$225.00	100%	\$0.00	\$0.00
6000	CON-SAU-UMFOUSR	SW APP SUPP + UPGR PER USER FOR UNIFIED MESSAGING FAILOVER	\$5.00	100%	\$0.00	\$0.00
1	CON-SNT-7855IECS2	SMARTNET 8X5XNBD MCS 7855; UNITY; UM-	\$4,160.00	100%	\$0.00	\$0.00
40	Avnet	Configuration and Deployment			\$80.00	\$3,200.00
Subtotal:						\$625,067.15

TRAINING		
1	Avnet	<p>Avnet will extend KISD all Certified Training Classes from an authorized Cisco / Microsoft provider at an 8% cost plus.</p> <p>Avnet will consult with KISD to determine a schedule of classes. **Please note, formal training is not considered E-Rate eligible. Avnet will offer on-site training bundled with your Network Maintenance which is considered E-Rate eligible.</p>